

Annual Report

2021





The Academy

The Academy is a 10-week program designed to provide underestimated entrepreneurs with the tools they need to plan, start, and grow their own small businesses.

How It Works

We start with Phase I – Neighbors with business ideas sign up to take a 10-week class to learn business basics like e-commerce, digital marketing, and applying for an LLC. These classes are led by former graduates and local business leaders.

We bring in local business owners and subject matter experts (like accountants and lawyers) to be guest speakers and expand our entrepreneurs’ professional network.

Phase II: After graduation, our Academy Amplified program offers alumni opportunities to continue learning about topics such as legal services, accounting, marketing, and more. We also offer a mentorship program for one-on-one advice, as well as our new pilot program, The Academy Invested (offering 1% interest loans).

Twice a year we host leadership training to equip our community members and graduates with the tools they need to become facilitators of The Academy programming. We are committed to seeing our programs be community-led from top to bottom.

The Details

The Academy is a 10-week program that equips community members with the skills they need to plan, start, and grow their own small businesses. This program was created to support our neighbors’ God-given passions, creativity, and drive, and to give underestimated entrepreneurs the right tools to turn their business dreams into money-making realities.

For families in historically low-income communities, small business creation is a vital, yet missing, piece of the economic picture. Currently, the living wage in Nashville is \$28.12 for a single parent with one child. The Academy is designed to help neighbors create a sustainable economic engine for their families and community. In an effort to remove many of the typical barriers to entrepreneurial training, The Academy is offered in a variety of locations, all within walking distance of government housing projects, and in 2020, we also started offering virtual classes. In addition, the program is intentionally affordable; students are only required to cover the cost of their curriculum workbook. Over the last few years, The Academy has graduated over 500 entrepreneurs, each in various stages of small business ownership, and 88% of our Academy community is made up of Black women.

\$13 Million

brought into the Nashville community in 2021 as a direct result of The Academy program, per SBA annual averages*

2021 Program Growth

We graduated **167 new entrepreneurs in 2021** and served **400 of our Academy Alumni** with creative and proven programming. We also had our biggest graduation party to date in November 2021, with over 600 neighbors joining us to celebrate. It was one part block party, one part family reunion! This year marks over 500 entrepreneurs graduating from The Academy since the Fall of 2016.



How it started (2016)



How it's going (November 2021)

2016

September 2016

We hold our first class at McFerrin Park Rec Center. First graduating class has 13 graduates.

2017

January 2017

First bi-annual leadership training for Academy Alumni to become community leaders and keep our program community-led

November 2017

Shana Berkeley graduates from The Academy (and is now our Executive Director!)

2018

March 2018

We expand to East and North Nashville and have 3 classes

May 2018

Danielle McGee graduates from The Academy and founds Black Business Boom

2019

November 2019

Carlos Partee graduates from The Academy with his business Ca\$hville

December 2019

We expand to include South Nashville and have 4 classes in the spring and 6 in the fall

March 2020

Our 10 classes go virtual due to Covid-19

2020

May 2020

We have our first-ever virtual Academy Graduation and hit 250 Academy Alumni

May 2020

Kenya Adams graduates from The Academy and launches PantyBuddy. She wins the Lipscomb BAM pitch contest the following year.

December 2020

Our entrepreneurs put \$8 million back into the local economy

2021

April 2021

We launch our pilot small loan program, The Academy Invested

November 2021

650 people attend The Academy Graduation, and we are on the news!

December 2021

167 entrepreneurs graduate, bringing our total to over 500! They collectively put over \$13M into the neighborhood economy.

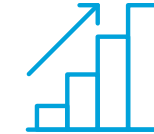
2022

After taking The Academy course, our 2021 graduates reported:



70%

respondents said the class made them worry less about their financial future



87%

of respondents said the class empowered them to make positive changes in their life



65%

increase in understanding the necessary steps to start or grow their business



These stats were prepared by Vanderbilt Data Scientists*



64%

increase in understanding which type of company they should be



46%

increase in understanding how to find their business' bottom line



40%

increase in having all the necessary tools to become an entrepreneur



40%

increase in knowing their target customer



100%

of respondents said they would recommend The Academy to others.

Determined to Sell Products at Walmart

Ja’Quesa Hayes-Finney is the owner of GlamHER Hair Products. She is a boss lady with a focused goal to bring her unique products to women around the country. With that ambitious goal in mind, she set her eyes on Walmart. Yes, Walmart. That massive retailer with so much distribution power. Recently, Walmart started a program that allows local vendors to get access to their massive distribution channels.

So Jay applied...and got rejected.

But she learned, adjusted, and applied again. The second rejection letter hurt, but she was determined. The third and fourth times she was turned away didn’t slow her down, they just gave her more opportunities to learn and grow.

On the fifth try, Jay got the approval notice and had to put in her biggest product order to date to make sure she had enough to sell to Walmart.

So she called Corner to Corner and got a 1% interest loan through our Academy Invested program.

Ja’Quesa Hayes-Finney



This program focuses on simple and supportive access to capital AND the business financial literacy to go with it. Jay was so pumped that she went out and got a custom sign made for her yard to celebrate with her community. When her kids got home from school, they didn’t believe her. They saw the sign but said,

“Mom, quit playing... no way your products are in Walmart!”

Jay grabbed her laptop, went to Walmart.com, and boom - right there on the site were her amazing products. It changes the game when a great product meets a great distribution network. Her kids were blown away. In addition to being available on Walmart.com, you can also find Jay’s products (along with other Alumni-founded, Black-owned businesses) on our recently launched Nashville Black Business Directory. This Directory is a tool to help our community shop locally, and support their entrepreneurial neighbors.

The Community Showed Up For Me!

Most of our entrepreneurs are local to Nashville, but some of them attend classes remotely via Zoom, like Amia Butler. Her little sister was actually the one that insisted she sign up for The Academy with her, and Amia said,

“it ended up being one of the best things I’ve ever done. The idea to start a nonprofit for girls like me who have been affected by parental incarceration came to me in that class. With The Academy’s support, I launched The After 20 Project.”

The After 20 Project is a nonprofit created to “hold space for the daughters of mass incarceration by

providing a safe community for girls to connect, heal, and learn.” The After 20 Project offers a variety of programming all centered around “coming together to overcome adversity and forming meaningful connections along the way.”

Amia shared, “After I presented my pitch for The After 20 Project, I was taken by surprise by my classmates’ love and support. They overwhelmingly chose me to represent them at The Academy Graduation. I was shocked. The minute they announced me as the winner, though, reality started to set in; I couldn’t afford to fly to Nashville. But in that same moment, the friends I made in that class stepped up for me;

“My fellow entrepreneurs started donating money to Corner to Corner to buy me a plane ticket to get back to Nashville!”

Meanwhile, at the Corner to Corner office, we were confused when donations started pouring in with notes like “plane ticket.” But when we realized that Amia’s community was rallying around her, we were so excited; **that’s the kind of community support we hope to foster here with every class.**

Within an hour, Amia’s community had put together the money to get her on stage for the pitch contest at The Academy Graduation. They even raised enough to pay for the Uber ride from the airport to her mom’s house!

“I flew into Nashville and was practicing the pitch in my mom’s living room. When I walked onto the stage at The Academy Graduation, I felt like maybe no one would relate to me and my story. I soon realized, though, that more people in that room have an experience similar to mine than do not. In the first crowd interaction activity, I asked people to raise their hands if they had been personally affected by incarceration, and practically the whole room raised their hands. I was good after that. I knew people would understand me.”



Amia Butler

As Amia’s pitch was wrapping up, she decided at the last minute to call her dad onto the stage with her. She gave him the mic, and in a wavering voice full of pride, her father talked about how important this work is that his daughter has taken up. Every eye was on stage, watching Amia and her father speak from the heart, and when they hugged, the audience broke out into the most heartfelt tears and roaring applause. At Corner to Corner, this is the kind of beauty we get to witness every single day within our community.

“When my classmates chose me to represent our class, and when they came together to raise the funds to get me there, I felt overwhelmingly supported. My classmates showed me that this idea of mine wasn’t just a business or a nonprofit, it was a purpose. God ordained this many people to help me out of nowhere (remember, we hadn’t even met in person!), and their support made me feel purposeful and happy and amazed at what God can do when he wants something to happen.”

- Amia Butler

The Academy Amplified

When our entrepreneurs graduate from The Academy and become part of the Academy Alumni community, Corner to Corner continues to invest in them and their businesses. The Academy Amplified is our program dedicated solely to offering resources, networking opportunities, and continued education to our Academy Alumni. This program is multifaceted, just like our network of alumni! It offers classes for e-commerce, video, and digital marketing, and a Shopify class to launch business websites. It also offers Business to Business mentorship that creates deep community connections and expands networking circles; Through our partnership with Bass, Berry & Sims PLC, 16 of our alumni received pro bono legal work. We also host monthly Lunch and Learns with local business leaders that cover everything from how to get an EIN to business credit.

And in 2021, we also launched The Academy Invested. It is a small business loan program that grants loans specifically to Academy Alumni. These loans can be used to fund business-related expenses, like purchasing a laptop, building out a website, applying for a specific license, and more. Only Academy Alumni can apply to this program, and loans range from \$250-\$1,000. In addition to the financial support, we also pair our alumni with a financial mentor to guide them through the process. This program was created to support Academy Alumni and ensure they are able to confidently and knowledgeably request business loans from banks in the future. This year, 12 awards were given out through The Academy Invested, and we even made the local news!



Reginald Pride

“Every day my kids get to see me build something – to own something.”

Reginald Pride

Taking Pride in The Academy Invested

Reginald Pride is a family man. He and his wife have five kids, and recently he stopped by the Corner to Corner office with his two-year-old son RJ. Reginald is the owner of Pride Enterprizes Trucking and a proud graduate of The Academy. His business focuses on “last-mile delivery”; in other words, getting your package right to your doorstep, on time, and with excellent customer service.

When Will asked him what it meant to be a business owner he said, “It means everything. It means that every day my kids get to see me build something – to own something. To day-after-day see me go after and pursue this dream. And I’m the first business owner in my family, I’m changing the story.”

As Reginald was sharing this, he leaned in and said, “Will, you don’t know my testimony, but I was in prison. And to be a business owner means that

“prison doesn’t have the last word on my life...but I do, my business does.”

After graduating from The Academy, Reginald took advantage of our 1% interest loan program, The Academy Invested, which focuses on business financial literacy and providing access to capital to help get these family businesses off the ground. Reginald is using his loan to buy uniforms and fix up his delivery truck.

Research

The Academy doesn’t stop after graduation, and the over 500 participating Academy Alumni can attest to that! Our Academy Alumni are constantly tapping into the ongoing supportive programming that The Academy Amplified focuses on providing. Whether that’s through Shopify classes or applying to Academy Invested loans, our alumni have access to a network of opportunities.

Did you know this past December, 21 alumni launched their Shopify e-commerce stores through our training program so they can start selling online?

2021 Program Growth



Academy Amplified meeting

Friends and family,

There are seasons in our lives when we feel utterly connected to our work, when our day-to-day is in alignment with our deepest passions. It is a feeling akin to being played in-tune by God; as if the hand of our maker is present while we give ourselves fully to what He has called us to do. It has been the greatest joy of my professional life to live 'in-tune' while Tiffany and I have grown Corner to Corner. It went from a conversation on our front porch, to prayer meetings in our living room, to sold-out parties at Rockettown with hundreds of neighbors being seen and celebrated for who God made them to be; full Image Bearers bringing their creativity and passion to the marketplace. Hearing every step of the way that we love them.

The love of Christ calls us to this love of neighbor work, and our lives have been better for it....we have seen that our joy is caught up in our neighbors' joy.

I had one of these joyful moments a few weeks ago when Reginald Pride, a graduate of The Academy, came by the office with his two-year-old son. On the way out the door, he stopped and asked, "Can I give you a hug?" Before I could fully respond, I was wrapped in the kindest bear hug ever. Reginald leaned in and said, "Imagine if y'all had said 'no' to God's call? But you didn't, and look at the blessings flowing out of Corner to Corner! Thank you."

None of this work has been possible without the steadfast generosity, prayer, and hard work of so many friends. Incredible people from all over Nashville (and the United States), who have linked arms to make this a place where neighbors thrive. There have been so many tender moments of mercy that kept us going. I remember well the coffee meeting six years ago when we were just realizing the scope of the work the Lord



Will Acuff (left) with Civil Rights Leader and Author John Perkins (right)



Shana Berkeley (left) and Will Acuff (right)

had called us into. He had given us a big vision, but we didn't know where the resources would come from. We had about one month of funding left in the bank when a friend slid an envelope across the beat-up table at Bongo Java. I walked to my car expecting \$100 (which was our biggest gift to date). It was \$20,000 with a note that said, "We are with you."

Or the time the Rec Center was locked because the gym floors had been redone. The smell was so powerful that no one was allowed in the building! We had students due to show up in 30 minutes and nowhere to hold the class. But our friend Kerry, who lived right around the corner, gave us access to a community room in the Sam Levy Homes. He even found some chairs, loaded them up in his truck, and had the room ready to go. We went from locked out to welcomed in.

There have been hundreds of these moments over the last 10 years. And I can't wait to hear the joyful stories of the next 10 under Shana's leadership. Her (many) talents are so well suited for her role as Executive Director. Shana is the kind of person who has such a deep enjoyment of people that it brings a smile to everyone around her; Everyone wants to be her best friend. Her faithfulness to trust the Lord day in and day out, combined with her skills as a manager aimed at growth, is going to bring about some beautiful things in our community. My hope and prayer for this next season are that Shana will experience the joy of being "played in-tune" while guiding others to find that same song as they live out their call and their purpose.

With Deep Love and Gratitude,

Will Acuff
Co-founder

A handwritten signature in grey ink, appearing to be 'W Acuff'.



Shana Berkeley

When I look back, my heart already knew that Corner to Corner was my home before my head did. Many of you may not have heard the story of how I connected with Corner to Corner through The Academy. The short version is that I was scrolling through Facebook in the gym, obviously not working out, and I saw an ad by Mignon Francois. She was talking about a business class, and I thought “This is exactly what I need!” I texted the number and got the last seat in the class that took place at McFerrin Rec Center!

Those 10 weeks gave me more than I paid for. For \$100.00 I found community, knowledge, friendship, and confidence. And when the class ended, I did not want to lose that. Remember that back in 2017, there was no Academy Alumni programming to plug into, so I decided to go to any and all events Corner to Corner hosted. Attending those events led to me hosting those events, which led to that faithful lunch where Will asked me to be The Academy Director. What I thought was a good investment in my business turned into a God-ordained collision.

Since celebrating my three-year work anniversary on January 15, I have been thinking a lot about what the future holds for Corner to Corner. The Lord has blown our minds in ways that we could not have imagined,

and I believe that he is just getting started. Our small team of four has grown to 15. My first class as Academy Director in 2019 enrolled around 48 people. Our most recent class enrolled 165. When I first started at Corner to Corner, Script to Screen was barely off the ground and now dozens of kids are discovering their creativity and growing in literacy and reading proficiency. For us, the ultimate goals are clear: to make Nashville the #1 place for Black entrepreneurs to start their own businesses and to interrupt the school-to-prison pipeline with creative and innovative programming. The infrastructure and systems to make sure these goals become a reality are what our team will work on now.

As you read through our 2021 Annual Report, I ask that you see these numbers as real people who chose to invest in their dreams.

And when you read our success stories, remind yourself that their hard work not only impacts themselves but all of our Nashville neighbors. I know you will be proud and encouraged by our neighbors and will probably be asking yourself, “How can I get involved?” Well, if you send me an email at Shana@CornerToCorner.org, I will see how we can get you connected.

On a personal note, I know so many of you have been praying for Corner to Corner, and me specifically, for years. You have no idea how much that means to me. I am honored to be a part of an organization that has allowed me to challenge my own limitations, find my leadership style, expand my voice, make mistakes, build true community relationships, and has also entrusted me with leading the next wave of community impact. Truthfully, I am equal parts excited and nervous, but nothing truly amazing happens by staying where you are comfortable.

With joyful anticipation,

Shana Berkeley
Executive Director

“**Corner to Corner is committed to seeing our Nashville neighbors flourish through educational and economic equity, grounded in the love of Christ. We do this through a variety of creative and proven programs that foster the flourishing of our Nashville community.**”

2021 Team Members

- Tiffany Acuff
- Will Acuff
- Nathan Arnold
- Shana Berkeley
- Katherine Carpenter
- Lesa Dowdy
- Edwina Freeman
- Amanda Jamerson
- Kaitlyn Jolley
- Jasmine Lafayette
- Mary Elizabeth Latch
- Paige Schuck
- Austin Sena
- Marcia Smith
- Jaron Spicer
- Yasmine Williams-Woods

Board Members

- Isaac Addae
- Thomas Branch
- Garrah Carter-Mason
- Kyle Felts
- Alisha Haddock
- Johari Matthews
- John Peek
- John Rote
- Will Acuff

Advisory Board Members

- Anika Baltimore
- Thomas Branch
- Ashley Garth
- Tony Groticelli
- Mikael Jacobs

Business Development

- Isaac Addae
- Ashley Garth
- Tony Groticelli
- John Rote

Ops

- Johari Matthews
- Thomas Branch
- Alisha Haddock
- Garrah Carter-Mason

Finance

- Anika Baltimore
- Mikael Jacobs
- John Peek

Strategic Scaling

- Paul Roper
- Isaac Addae
- Carlos Partee
- Greg Baumer
- Emmet Seibels



Script to Screen

Script to Screen is a creative after-school program that helps kids fall in love with reading through their love of movies.

How It Works

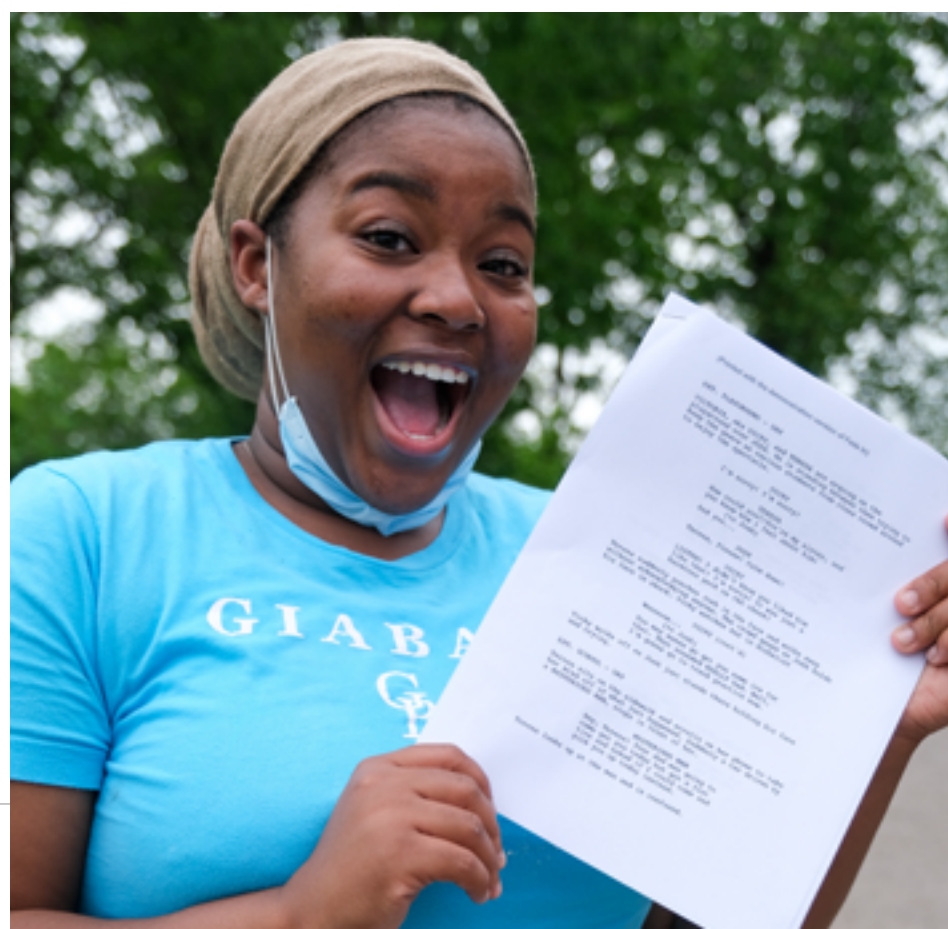
Our young creators watch a popular film while reading the script at the same time; Black Panther and Spider-Man: Into The Spider-Verse are crowd favorites! They collaborate with their peers to create an entire movie, from plot points to dialogue and everything in between.

We put cameras directly into the hands of our Script to Screen students, and they get time behind AND in front of the camera.

Our professional production team edits the movie into its final product, and it showcases at our Red Carpet Movie Premiere where we celebrate the hard work of these passionate young creators.



Script to Screen Red Carpet Movie Premiere



The Details

Right now, 2/3 of students in Nashville are not reading at grade level.

This is what a literacy crisis looks like. And due to the “Covid slide”, even more students are falling behind. Script to Screen is an after-school program that helps kids fall in love with reading through their love of movies. Our young creators watch a popular movie, like Black Panther, and read through the movie’s script at the same time. This practice helps them connect the dots between reading and writing and the movies they love so much. Then, they’re given actual camera equipment and training to write their very own movie scripts. They collaborate with other students to plot dialogue, act out scenes, and direct the cameras.

At the end of each program, we celebrate our young creators with a Red Carpet Movie Premiere that their friends and family can come to and watch the outcome of their hard work.

Swapping the Controller for a Camera!

"My son, Desmond, never talks about anything that happens at school, *like ever*. The only time that he came home excited and talking about something is when he was doing the Script to Screen program. The first day that they met and started putting together the story, he came home and told me everything about the plot, the writing, the cameras....the whole thing!

“It was encouraging to see him getting excited about and enjoying something else besides video games!”

As a parent, I find the program so fascinating because it is vastly different from anything they've ever done in school. This is a super creative way to get the kids thinking outside of the box, and I've never seen anything like the Red Carpet Premiere. Desmond was dancing the entire time! It was a great night, and the fact that he got to share it with all of his buddies made the night even better.

The Corner to Corner Team made the kids feel so special. I thought it was such a special moment for the kids, and it warms my heart as a parent because when I see that growth, and when I see people (volunteers, even!) take that much care with children?! To me, it's just too cool, and it's a beautiful thing to see.

The Script to Screen program has helped Desmond become a better storyteller, and he's a lot more animated. It's helped him come out of his shell, and step outside his comfort zone. I've seen that growth since the program started. It's also given him more confidence with writing. That has always been a struggle for him. Since they have to put the pieces of the story together as they write the script, I think it really has helped him with writing. Overall, this program has helped him be more confident!

- Ruth Perez on her son, Desmond's experience with the Script to Screen program



Desmond Perez



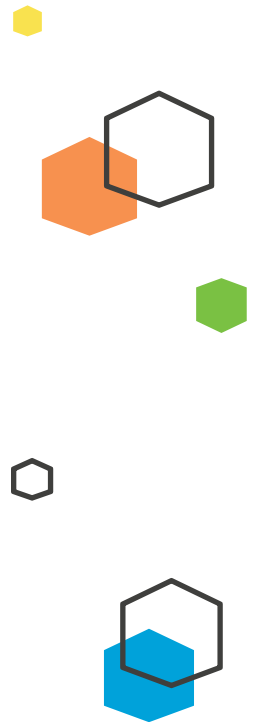
Research

In pilot data, our program boosted students' confidence with reading, and we saw 55% of our young creators go up at LEAST a full grade level!

2021 Program Growth

Expanded to more sites than ever before, partnering with 5 local sites: Explore! Community School, Litton Middle School, Preston Taylor Ministries, The McGruder Family Resource Center, and the Northwest YMCA

We had 40 participants create five incredible new films!





The Coalition

How It Works

Individuals register to join a cohort dedicated to examining the inequity within our society and our own spheres of influence. This is led by our facilitators, Tiffany Acuff and Edwina Freeman. Together, the group works through the Be The Bridge curriculum to produce individual reflection and insight while engaging in sincere multicultural group discussions.

Our students gain vital knowledge about themselves, our society, and how they can be the change they wish to see in it.

The Details

The Coalition exists to create opportunities for racial justice in our city and beyond. We seek to explore where, how, and why inequity exists across racial lines, as well as our individual and collective role in enabling or dismantling the systems that support it. We partner with local churches, faith-based nonprofits, and other equal justice initiatives to establish and/or reclaim an evangelical foundation committed to cultural humility and racial equity. Our Be The Bridge 101 class takes place virtually over the course of four weeks. We then encourage these prepared students to attend our Be The Bridge cross-cultural training, which is 12 weeks total and ends with a celebratory social event.



The Coalition class

Story

“I didn’t have any expectations going into The Coalition. I just knew I wanted to – no, I needed to – be better educated, that was it. In the past, if I didn’t understand something, I would stay out of the conversation, and for far too long I took that road. This class pushed me out of my comfort zone. It made me speak into the center of the room about what was going on in our society. The outcome I got was incredible lifelong friends and amazing resources. The meetings beat my expectations in week two. From there, every week after was another layer of icing on the cake.

“**The Coalition was my first resource that wasn’t just a book to read or a podcast to listen to.**

It was a group of people, all coming together, to better ourselves in how we can begin to understand and love our neighbors. Corner to Corner isn’t about making a national change (at least not yet); It’s about making a local change within our local economy and figuring out how to bring equity to our neighbors. I see it differently now, I hear it differently now, I speak to it differently now, and now I have the tools to take the next step. That’s what The Coalition did for me.”

– Tony Grotticelli, Business Development board member

Hope Bakes

How It Works

Our young bakers are guided by volunteers as they read through a new recipe each session. The students get to experiment with flavors, gain kitchen independence, and learn sneaky math skills along the way. Then they get to munch on their delicious creations!

The Details

Hope Bakes is our after-school program that teaches kids kitchen confidence, reading skills, and sneaky math skills, all while baking delicious treats! It also further develops social and life skills, such as working as a team and following directions. It’s a safe environment for kids to learn from their mistakes, like dropping eggs on the floor! This program is 100% volunteer-run, and we are so grateful to the individuals who dedicate their time to these young bakers. As our students get creative in the kitchen, they gain knowledge and experience. Plus, they get to take home their sweet creations!

Story

“Hope Bakes instills confidence into the children. They take up ownership as they create with their friends, and their typical shyness vanishes as they engage with the activity.

“**I love seeing the excitement on both the volunteers’ faces and the students’ faces as they co-create something pretty special.**

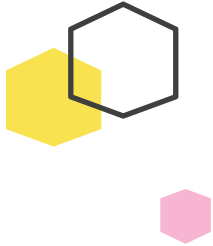
I also love when the young bakers, one by one, tell me in very specific detail what they are creating and how delicious it will be. This program provides an experience that the kids desire to be a part of. With Hope Bakes providing materials, supplies, and so many dedicated and kind volunteers, the kiddos are able to create something that they are proud of. They are able to learn how to communicate with one another, how to better their reading abilities and math skills, and how to have fun with the process! We are so grateful that we are able to partner with an organization like Corner to Corner that really caters to the next generation.”

– Seany Denson, McGruder Program Director for Preston Taylor Ministries

2021 Program Growth

Expanded to three sites, more than we’ve ever had, with 45 kids gaining kitchen confidence while learning sneaky math skills.





Bible Studies

How It Works

A group of individuals meets once a week during sessions to discuss varying parts of the Bible.

Our community grows in faith, friendship, and experience.

The Details

Corner to Corner's Bible Studies program is a welcoming place to grow in the knowledge and experience of Jesus and community. We offer various Bible Studies, including a four-week overview that explores the Bible from Genesis to Revelation. We never assume that people are starting from the same place, so we aim to meet you where you are, knowing that Jesus will too.

Bible Studies leader, Yasmine Williams-Woods



Testimonials

"I just wanted to let you know that the Bible study was incredible and just what I needed. Thank you soooo much for the invite and please keep me posted for the next one."

- Spring 2021 participant

"My experience with Corner to Corner's Bible Study was amazing. It was awesome to be around people who wanted to grow in the knowledge of God and wanted a more intimate relationship with Him. It was a great learning experience. I'm thankful for it."

- Talia Rogers, 2019 Academy Alumna

"The power of the name Jesus provides healing and restoration. Sharing the word with others provides fellowship and growth! Bible Study with Yasmine was powerful, uplifting, and provided a sense of healing. Thankful for any opportunity to come into fellowship with others and share the love and word of our Lord! Hopeful for more sessions to come!"

- Brittany Hilson, 2021 Academy Alumna, Owner of Seven's Sips

Donor Highlights

Academy Alumni Give Back: Tonya Sherrel

"As a novice entrepreneur, I was looking to learn more about basic business principles and expand my horizon as a business person without attending a traditional institution. Corner to Corner's The Academy was the perfect fit! I loved the small group learning environments with other like-minded individuals, the short courses, convenient location, and the unbelievable low-cost course fee! I also met such a diverse group of people during classes. As the owner of Sherrell's Accounting dba Cahira's Bookkeeping Service, an accounting firm that specializes in nonprofit accounting, I actually ended up hiring an Academy Alumna to work for me. And my beautician is a fellow Academy Alumna, too! I love how interconnected the community is.

After graduating from The Academy in 2017, I decided to become an Equity Partner (e.g. sustaining donor) because I believe that dollars make a difference! Supporting and investing in The Academy is a way to ensure that others can have the same opportunity that I had. Giving back is a way to pay it forward! I have

also been a guest speaker a few times at the classes and continue to grow my diverse network through the Academy Amplified alumni services.

"My goal for 2022 is to interact with this Academy Alumni community even more!"

- Tonya Sherrell, Academy Alumna, and Equity Partner

Academy Alumni Give Back: Marcus Buggs

In 2016, Marcus Buggs graduated from The Academy and started Coneheads, a trending Nashville restaurant with a fun take on the classic chicken and waffles. In 2021, he also opened his next venture, the bar Plane Jane. But that's not the only thing he was focused on. Over the course of 2021, Marcus sponsored 15 food industry entrepreneurs to go through The Academy, covering all costs.

Tonya Sherrel (right)





Austin Sena at our Giving Tuesday event

Donor Highlight: Thrivent Financial

This year, Shana was given the opportunity to participate in Georgetown University's New Strategies Symposium, an advanced leadership education program designed specifically for nonprofit leaders. This program helps nonprofits generate and manage their financial growth, and it is also an incredible networking opportunity for our organization. This opportunity would not be possible without the generous support of Thrivent, who sponsored Shana and made it possible for her to learn from nonprofit and philanthropy community leaders from around the country. In addition to supporting this venture of Shana's, Thrivent has been a dedicated and generous donor of The Academy, as well.

Thank you, Thrivent!

Donor Highlight: Your Enneagram Coach

On Giving Tuesday 2021, the community at Your Enneagram Coach, led by Beth and Jeff McCord, was extremely generous. They highlighted the work of Corner to Corner on their podcast AND did matching donations throughout the day! The YEC community helped us raise awareness and funds, both of which are vital to the continued dynamic growth of our neighbors. After all of the online donations, checks, and cash donations came in, our Giving Tuesday total blew our goal out of the water, ringing in at \$149,109.82!

So here's a special thank you to the support of others like Your Enneagram Coach, and the constant faith our community has in our work.



Sharina Panjwani

Volunteer Highlight: Sharina Panjwani

Academy Alumna, owner of Peel Bar LLC, and volunteer coordinator for Hope Bakes

We are so grateful for each and every one of our volunteers. In so many ways their joy and compassion amplify the work of Corner to Corner. Sharina Panjwani, an Academy Alumna, is one of those amazing volunteers. She was so impacted by her time at The Academy that she wanted to find a way to re-invest in the Corner to Corner community. Her love of baking and kids made Hope Bakes the perfect fit.

"I learned about Corner to Corner and The Academy through a radio ad. One of my reflexology instructors heard the ad and said, 'Sharina, I think this is a good opportunity for you.' I went through The Academy during Covid-19, and I developed the skills to vocalize my talent and monetize it through my business. We learned about business structure and finances, and each week of the program we built up our business plan. It pushed me to do the homework and tap into growing my business. I launched Peel Bar LLC, which is a body wellness-centered business that focuses on reflexology, esthetician work, and cosmetology. I'm really grateful for Corner to Corner and The Academy and how they equipped me to grow!"

After graduating, I would hear about different opportunities and chances to volunteer through the Academy Alumni outreach. When they asked if I was interested in volunteering for their Hope Bakes program, I jumped on it with no hesitation and grew to take on a leadership role. I mean, who doesn't want to be a leader in something they love!?

“My experience with the Hope Bakes kids was amazing. They were very attentive and hands-on, and we got to experiment with the oven and no-bake desserts.”

They especially loved it when we had guests, like when fellow Academy Alumna Chiquita Kirby-Green of Sweet Ruby's came in. She taught us how to make Chocolate Bombers, which is still a favorite recipe. Her visits also gave the kids a chance to learn what an actual business looks like in action.

Although I wasn't raised here in Nashville, as soon as I moved I realized I'd found my home. I'm constantly appreciative of my life here in Nashville; it's become a safe place for me. That's one of the reasons I've volunteered with Hope Bakes because here in Nashville we're creating a safe place for children to get a chance to grow. Hope Bakes is the bomb dot com!"





Bold Goals for 2022

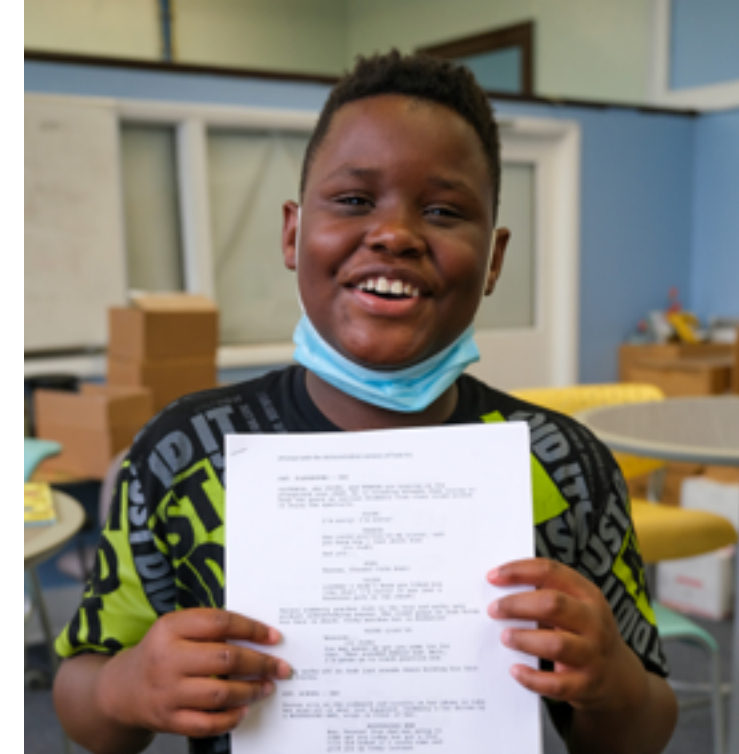
At Corner to Corner we are always asking the question: “How do we invite more people into this party?” Whether that is an actual block party like The Academy Graduation or the daily work of walking with neighbors in joyful creativity at each of our programs, we are seeking to grow toward flourishing together. After all, every single neighbor you have ever met has an incredible story and a dream to share. So where are we going next?

The Academy Goals

In 2022, our goal is to put over \$18 million back into the neighborhood economy through the new entrepreneurs we launch, and the ongoing support we provide for the families growing their business. We will do this through our 10-week entrepreneurial program, The Academy, and through our expanding alumni services via The Academy Amplified, like legal partnerships with Bass, Berry & Simms PLC, The Academy Invested small loan program, and our e-commerce training program.

Script to Screen Goals

In 2022, we aim to support kids at 13 sites throughout the city for the whole year (five in the spring, one over the summer, and seven in the fall). That will mean over 100 young creators falling in love with reading while unlocking their creative voices with the best hands-on video production training around! And this high-end program is 100% free for kids and their families!



The Coalition Goals

In 2022, The Coalition will be expanding to monthly training to ensure that all volunteers at Corner to Corner have a chance to be equipped with the tools of cultural humility. We will also be holding two Be The Bridge courses (which run 10 weeks) for those who want to go deeper into the work of understanding systemic racism and have a chance to do so in a Christ-centered, relationship-driven context. Throughout the year we will also be conducting book studies to equip community members for a lifetime of loving each other well.

Hope Bakes Goals

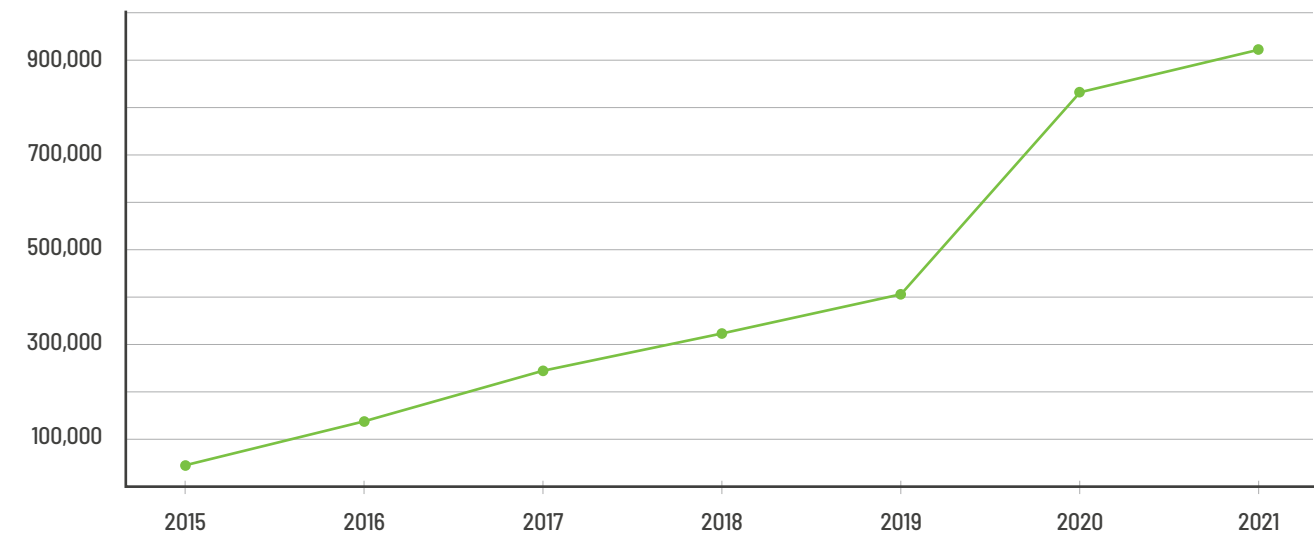
In 2022, this 100% volunteer-led program will continue to serve dozens of young bakers all over the city, equipping them with kitchen independence and sneaky math skills.

To achieve this level of impact, we are aiming to raise \$1.2 million dollars in 2022 - Let's go!!

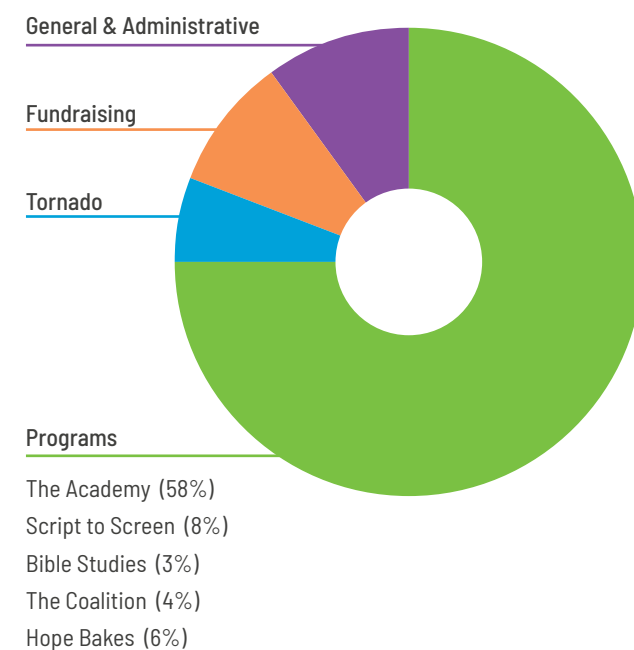


Financials

Annual Revenue Totals

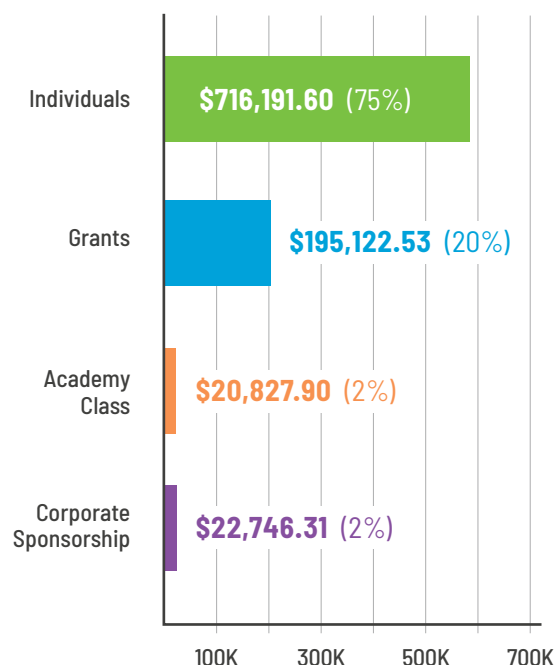


2021 Program Expenses



The Academy (58%)
Script to Screen (8%)
Bible Studies (3%)
The Coalition (4%)
Hope Bakes (6%)

2021 Funding Sources



“

I am so excited to be a part of C2C! To be on a team of big hearts and love for one another and our community is the best experience I have had.

“

Y'all make God's work look SO fun!

“

[The instructors were] excellent. They both came with a wealth of knowledge and a willingness to share their own business journey. They were open, friendly, down to earth and professional. They are passionate about what they are doing in business and facilitators with Corner to Corner.

“

Corner to Corner reminded me that it is possible to be and do whatever it is that you want. You just have to want it for yourself.

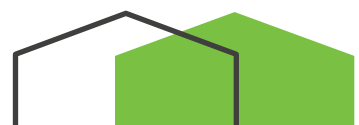
“

This cohort was like a family! Many blessings upon you all.

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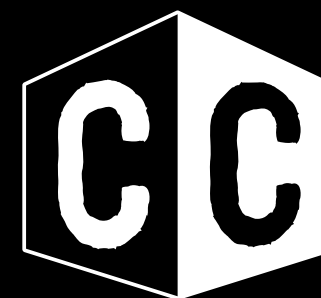
This has been an amazing journey and I'm ready to keep going!

Our Partners:





To everyone who supported us this year by donating your time, talents or finances, we say...



Thank You

